

Message Text

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FM SECSTATE WASHDC

TO AMEMBASSY LAGOS PRIORITY

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E.O. 11652: N/A

TAGS: BEXP, NI

SUBJECT: FMG PLANS FOR DIRECT REDUCTION: VISIT OF

--- ARTHUR G. MCKEE REPRESENTATIVE

1. ARTHUR G. MCKEE AND COMPANY HAS ASKED FOR OUR ASSIST-
ANCE IN ARRANGING SERIES OF MEETINGS WITH NIGERIAN
OFFICIALS TO DISCUSS THEIR DIRECT REDUCTION PROPOSAL.
THEY WOULD LIKE APPOINTMENTS WITH PERMANENT SECRETARY
JODA, D. O. DEDE, A. ADEGBOYE AND ANY OTHER OFFICIALS
POST BELIEVES APPROPRIATE DURING A TWO TO THREE DAY
PERIOD. MCKEE IS FLEXIBLE ON SCHEDULING LEAVING THIS
TO EMBASSY'S JUDGEMENT OF AVAILABILITY OF KEY OFFICIALS.
HOWEVER, IF POSSIBLE THEY WOULD LIKE TO HOLD MEETINGS
BEFORE THE PETROLEUM ENGINEERING CONFERENCE.

2. MCKEE WILL BE REPRESENTED BY RICHARD OEHLBERG,
VICE PRESIDENT INTERNATIONAL, WHO IS RESPONSIBLE FOR
MARKETING THEIR DIRECT REDUCTION PROCESS. OEHLBERG
BELIEVES TRIP WILL SERVE AS FOLLOW-UP TO THE RECENT
SUBMISSION OF MCKEE'S PROPOSAL AND SHOULD ENABLE HIM
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TO DISCUSS ANY COMMENTS THE FMG MAY HAVE REGARDING

THEIR OFFER.

3. WE WOULD APPRECIATE PRIORITY RESPONSE TO MCKEE'S REQUEST DETAILING SUGGESTED TIMING AND AGENDA FOR MEETINGS.

4. COMMENT: WE EXPECT THAT SWINDELL-DRESSLER WILL BE CONTACTING US IN THE NEAR FUTURE TO MAKE SIMILAR ARRANGEMENTS. THERE CONTINUES TO BE GREAT INTEREST IN NIGERIA AMONG THE MAJOR AMERICAN DESIGN CONSTRUCTORS. AS A RESULT WE EXPECT A NUMBER OF COMPANIES SIMILAR TO MCKEE WHOSE QUALIFICATIONS DID NOT FIT THE SCALED DOWN NIGERIAN CONFERENCE TO ASK FOR ASSISTANCE IN ARRANGING MEETINGS. WE WILL ATTEMPT TO LIMIT THESE REQUESTS TO THOSE QUALIFIED COMPANIES WHO ARE ACTIVELY PURSUING A CONTRACT. INGERSOLL

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